



An Energy Efficiency Workshop & Exposition

Palm Springs, California



How to Successfully Sell to the Federal Government

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Philadelphia**

Defense Logistics Agency



GETTING STARTED



- ❑ **Contracting with DoD can be confusing**
- ❑ **Defense contracting is different from selling to commercial customers.**
- ❑ **Evaluate how those differences will effect your operation.**
- ❑ **Regulations:**
 - **Federal Acquisition Regulation, FAR.**
 - **DoD FAR Supplement (DFARS).**
 - **To be a successful defense contractor, you must possess a working knowledge.**



GOVERNMENT REGULATIONS



- ❑ Federal Acquisition Regulation, commonly referred to as the FAR is available on line at URL:
www.arnet.gov/far
- ❑ DoD FAR Supplement (DFARS) additional rules, unique to Defense contracting are available on line at URL:
www.acq.osd.mil/dp/dars/dfars.html

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CCR REGISTRATION



- ❑ Contractors must be registered with DoD Central Contractor Registration (CCR) database prior to award.
- ❑ The CCR database consists of information pertinent to procurement and financial business transactions.
- ❑ Register on a one time basis and confirm annually that the CCR registration is accurate and complete.
- ❑ Call 1-888-227-2423, or visit the internet site at <http://www.ccr.gov/index.cfm>

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EC/EDI

- ❑ The Federal Streamlining Act of 1994 (PL 103-355) requires the use of Electronic Commerce and Electronic Data Interchange (EC/EDI) by Federal Agencies.



ADDITIONAL RESOURCES

- ❑ The Procurement Technical Assistance Centers (PTAC) help small businesses get started in Defense Contracting. They can teach you the basics of doing business with DoD, specifically with DLA, and can provide many services. Many of them offer training seminars on a regular basis.
- ❑ The Electronic Commerce Resource Centers help small and mid-sized firms specifically with Electronic Commerce and understanding how it will be used within DoD. They provide training on EDI, Internet, and DoD Electronic Commerce issues. They can offer counseling for your company to better your technological needs.



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Government Contracting

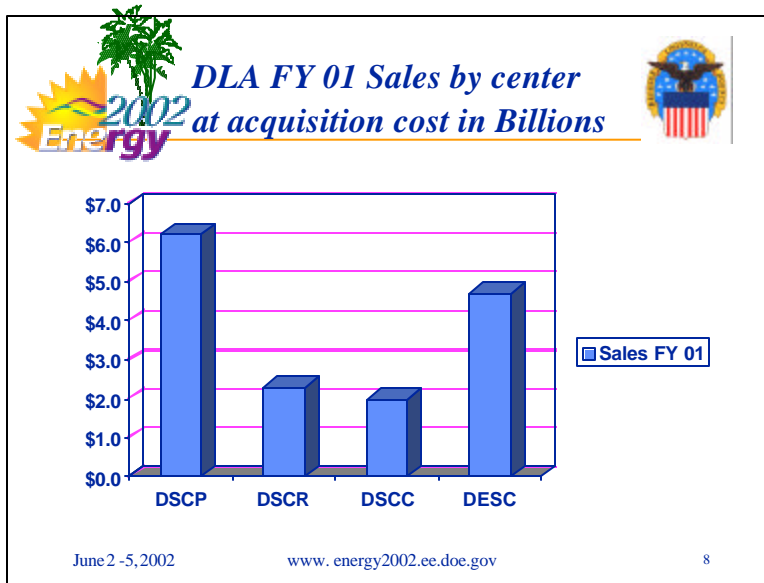


Opportunities for today's small businesses

Who's New
Who's Hot
Who's Not
Essential Job Questions
Library and Resources
Contact

<http://www.sba.gov/GC/>

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SIMPLIFIED PURCHASES

- ❑ An excellent means for vendors to enter the federal marketplace is with Simplified Purchases. They are buys under \$100,000 that are processed using Simplified Acquisition Procedures.
- ❑ Quotations for these requirements may be solicited electronically, orally or written.

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SIMPLIFIED PURCHASES (cont'd)

- ❑ Micro-purchases - under \$2,500. The government wide commercial purchase card is often used to acquire goods or services under this value.
- ❑ Acquisitions between \$2,501 and \$25,000 are reserved for small businesses as long as there are two or more small business vendors that can offer the product of two or more different domestic concerns who may be either large or small.
- ❑ Acquisitions between \$25,001 and \$100,000 are reserved for small vendors as long as there are two or more small business concerns that can offer the product of a small manufacturer.

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LARGE PURCHASES

- Buys that are estimated at over \$100,000.
- Negotiated, "Request for Proposals (RFP)" or
- Sealed Bid, "Invitation for Bid (IFB)"
 - <http://www.fedbizopps.gov/>



BEST VALUE

- Emphasis on factors other than price, e.g. quality, performance or technical merits.
- Best value allows the contracting officer to award to the firm that has the greatest probability of success in delivering the product.



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COMMERCIAL BUYING PRACTICE

- ❑ Purchasing commercial items and emulating commercial procedures.
- ❑ Encourage quality commercial manufacturers in doing business with the government
- ❑ Product evaluation and demonstration of performance may be required.

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PRIME VENDOR

- ❑ Commercial distributor of products
- ❑ PV enters into long term price, product and distribution contracts with suppliers for a variety of goods for regionally grouped customers.
- ❑ EC/EDI links all trading partners with the customer.

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 **Procurement Gateway**
Request for Quotations (RFQs)

[Request for Quotations \(RFQs\)](#)
[Search Results - Federal Stock Class \(FSC\)](#)

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#	Quoting	Drawings	Specs/ Scale	Solicitation # Purchase Request	MSN	Start/Bids Closing Date	Item Description (Clarify Item Name)
1	Yes			SPR000111-BL00 VP0116000000	412000103487405	30-Jun-2007 4-Jun-2007	HR 1 D&T TOWER 12.6.0
2	Yes			SPR000111-C000 VP011600000000	412001150806251	9-Apr-2007 25-Apr-2007	PANELS 29.4.0
3	Yes			SPR000111-D000 VP011600000000	41200116222140	11-Apr-2007 18-Apr-2007	HR 2 D&T TOWER 5.0.0

1 - 3 of 3 results

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Master Document - DISC Form 2500D, Dec 1998

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DISC Form 25000
August 2000

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References

□ <http://www.acq.osd.mil/sadbu/wosb/Procurement/>

□ <http://progate.daps.mil/home>

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